

**POSTING: DORAL B2GF LIGHTER #700050**

(106,300 OFFERS @20/SKU = 5315 SKUs)

POST DATE	#/SKUs	#/OFFERS	Region
4/4/97	1256	25120	
4/7/97	1187	23740	
4/11/97	1864	37280	
	X	0	
	X	0	
	X	0	
	4307	86140	
(*) +Outside ROUs		5208	104160 TOTAL

(106,300-18,020 (Outside ROUs)=88,280)

#/SKUS TRANSFERRED			
ROU	TO 1610	FROM 1610 to Outside ROUs (*)	
11XX	283	375	7500
12XX	46	151	3020
13XX	112	25	500
17XX	463	350	7000
29XX	0	0	0
	904	901	18020

BPEN71S3 M8 WORKPLAN VAP TEMPLATE LIST 11:28 AM  
 VAP STARTING VAP ACCT 0 PREV  
 ACCT VAP ACCOUNT NAME NUM TEMPLATE DESCRIPTION POST

X 442680 MOUNTAIN CANDY & CIG 4 700050 70400 DORAL APR LTR Post  
 X 447000 MUTUAL WHOLESALE SER 4 700050 70400 DORAL APR LTR 4/11/97  
 X 462720 NEW HAMPSHIRE TOBACC 4 700050 70400 DORAL APR LTR  
 X 468800 NORTH COUNTRY CANDY 4 700050 70400 DORAL APR LTR  
 X 509977 HARRY FOURTUNIS, INC 4 700050 70400 DORAL APR LTR  
 X 533288 JONES MCINTOSH TOBAC 4 700050 70400 DORAL APR LTR  
 543630 RITE-AID ROME DIST. 4 700050 70400 DORAL APR LTR  
 X 570300 SCHEIDELMAN, INC. 4 700050 70400 DORAL APR LTR  
 X 586440 SHOSHO BROTHERS, INC 4 700050 70400 DORAL APR LTR  
 X 611800 STANDARD-ROSENBAUM, 4 700050 70400 DORAL APR LTR  
 X 619822 WUSTEFELD CANDY CO., 4 700050 70400 DORAL APR LTR  
 X 647510 TRADING PORT, INC. 4 700050 70400 DORAL APR LTR  
 X 648240 T B I CORPORATION 4 700050 70400 DORAL APR LTR  
 X 649920 TRIPIFOODS, INC. 4 700050 70400 DORAL APR LTR  
 X 655364 BRU-CEL'S DISTRIBUTI 4 700050 70400 DORAL APR LTR  
 692980 SUPERVALU OPERATIONS 4 700050 70400 DORAL APR LTR  
 X 842166 TOPS MARKETS, INC. 4 700050 70400 DORAL APR LTR

POSTING COMPLETED

BPEN71S2 - M2 WORKPLAN ACTIVITY POSTING Mar 26, 1997 - 11:43 AM  
 NEXT FN: \_\_\_\_\_

PROGRAM: 700050 - DORAL B2GF LIGHTER PROGRAM-APRIL

PERIOD: 704-00 HH CODE: DORAL APR LTR PACKING: 20/SKU

WHSR	IN REGION 16		OUT REGION 16		TOTAL ACCTS	TOTAL SKUS	TOTAL OFFERS	
	ACCTS	SKUS (S)	ACCTS	SKU(S)				
442680	93	120	7	7	100	127	2,540	
447000	31	44	0	0	31	44	880	
462720	63	75	2	2	65	77	1,540	
468800	16	27	0	0	16	27	540	
509977	26	39	2	3	28	42	840	
533288	102	408	0	0	102	408	8,160	
570300	13	25	0	0	13	25	500	
586440	5	5	0	0	5	5	100	
611800	88	352	0	0	88	352	7,040	
619822	11	12	0	0	11	12	240	
647510	16	25	0	0	16	25	500	
648240	45	52	62	63	107	115	2,300	
TOTAL	951	1,864	372 <sup>00</sup>	218	231 <sup>4,620</sup>	1,169	2,095	41,900

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51845 5651

BPEN71S3 M8 WORKPLAN VAP TEMPLATE LIST 11:25 AM  
 VAP STARTING VAP ACCT 0 PREV  
 ACCT VAP ACCOUNT NAME NUM TEMPLATE DESCRIPTION POST  
 X 204600 SAM FRANK, INC. 4 700050 70400 DORAL APR LTR  
 X 211050 J. GALANES & SONS, I 4 700050 70400 DORAL APR LTR Post  
 X 236370 GRAYS WHOLESALE, INC 4 700050 70400 DORAL APR LTR 4/7/97  
 X 251520 N. G. GURNSEY CO., I 4 700050 70400 DORAL APR LTR  
 X 278580 HERKIMER WHOL. CO., 4 700050 70400 DORAL APR LTR  
 X 281200 HIBBERT & MCGEE, INC 4 700050 70400 DORAL APR LTR  
 X 315288 DOWLINGS, INC. 4 700050 70400 DORAL APR LTR  
 X 317880 R.L.JONES & SONS, IN 4 700050 70400 DORAL APR LTR  
 X 331440 JACOB KERN & SONS, I 4 700050 70400 DORAL APR LTR  
 X 332400 KEYCO DISTRIBUTORS, 4 700050 70400 DORAL APR LTR  
 X 332520 KEYSTONE TOBACCO CO. 4 700050 70400 DORAL APR LTR  
 X 332880 KEY STORES CO., INC. 4 700050 70400 DORAL APR LTR  
 X 335710 KINGSTON CANDY & TOB 4 700050 70400 DORAL APR LTR  
 X 336660 E. P. KIRST & SONS, 4 700050 70400 DORAL APR LTR  
 X 356150 LAVIN CANDY CO., INC 4 700050 70400 DORAL APR LTR  
 X 375878 MCLANE NORTHEAST COR 4 700050 70400 DORAL APR LTR  
 X 396640 MANCHESTER TOBACCO, 4 700050 70400 DORAL APR LTR  
 X 431520 MOHAWK CANDY & TOB. 4 700050 70400 DORAL APR LTR  
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BPEN71S2 - M2 WORKPLAN ACTIVITY POSTING Mar 26, 1997 - 11:28 AM  
 NEXT FN: \_\_\_\_\_

PROGRAM: 700050 - DORAL B2GF LIGHTER PROGRAM-APRIL  
 PERIOD: 704-00 HH CODE: DORAL APR LTR PACKING: 20/SKU

WHSLR	IN REGION 16		OUT REGION 16		TOTAL ACCTS	TOTAL SKUS	TOTAL OFFERS
	ACCTS	SKUS(S)	ACCTS	SKU(S)			
204600	36	47	0	0	36	47	940
211050	7	8	0	0	7	8	160
236370	18	33	0	0	18	33	660
251520	26	36	0	0	26	36	720
278580	166	268	1	3	167	271	5,420
281200	50	71	0	0	50	71	1,420
315288	77	98	0	0	77	98	1,960
317880	17	29	0	0	17	29	580
331440	7	9	0	0	7	9	180
332400	11	13	4	6	15	19	380
332520	8	22	23,740	0	8	22	440
332880	4	4	37,740	0	4	4	80
TOTAL	875	1,187	514	539	1,389	1,726	34,520

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BPEN71S3 M8

## WORKPLAN VAP TEMPLATE LIST

11:22 AM

VAP

STARTING VAP ACCT 0

PREV

POST

ACCT	VAP ACCOUNT NAME	NUM	TEMPLATE DESCRIPTION
X 023880	ASSOCIATED GROCERS O	4 700050	70400 DORAL APR LTR
X 026040	MILHEM ATTEA & BROS.	4 700050	70400 DORAL APR LTR
X 026300	AUER & COMPANY, INC.	4 700050	70400 DORAL APR LTR
X 044880	A. D. BEDELL CO.	4 700050	70400 DORAL APR LTR
X 081120	BUFFALO TOBACCO PROD	4 700050	70400 DORAL APR LTR
X 085940	BUTTON BROTHERS, INC	4 700050	70400 DORAL APR LTR
X 088080	J. A. CALDERON CO.,	4 700050	70400 DORAL APR LTR
X 091800	CAPITAL CANDY CO., I	4 700050	70400 DORAL APR LTR
X 094931	MID-VALLEY CANDY COM	4 700050	70400 DORAL APR LTR
X 124920	FRANK COLUCCI, INC.	4 700050	70400 DORAL APR LTR
X 129850	COOK WHOL. OF MEDINA	4 700050	70400 DORAL APR LTR
X 154180	DERIGO SALES, INC.	4 700050	70400 DORAL APR LTR
X 160600	DONOHUE CANDY & TOB.	4 700050	70400 DORAL APR LTR
X 162800	NORMAN J. DRESSLER	4 700050	70400 DORAL APR LTR
X 180000	ELMIRA TOBACCO CO.,	4 700050	70400 DORAL APR LTR
X 186350	F & T DISTRIBUTING C	4 700050	70400 DORAL APR LTR
X 194040	FINKLE DISTRIBUTORS,	4 700050	70400 DORAL APR LTR
X 203290	HARRY FOURTUNIS, INC	4 700050	70400 DORAL APR LTR

*Post*  
4/4/97

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Accpt

Bkwd Frwd

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POSTING COMPLETED

BPEN71S2 - M2

## WORKPLAN ACTIVITY POSTING

Mar 26, 1997 - 11:24 AM

NEXT FN:   

PROGRAM: 700050 - DORAL B2GF LIGHTER PROGRAM-APRIL

PERIOD: 704-00 HH CODE: DORAL APR LTR

PACKING: 20/SKU

WHSLR	IN REGION 16		OUT REGION 16		TOTAL ACCTS	TOTAL SKUS	TOTAL OFFERS
	ACCTS	SKU(S)	ACCTS	SKU(S)			
023880	36	38	12	12	48	50	1,000
026040	9	12	0	0	9	12	240
026300	54	83	0	0	54	83	1,660
044880	7	18	4	7	11	25	500
081120	24	25	0	0	24	25	500
085824	2	2	0	0	2	2	40
085940	81	119	0	0	81	119	2,380
088080	44	71	0	0	44	71	1,420
091800	57	71	13	14	70	85	1,700
094931	31	44	0	0	31	44	880
124920	4	4	0	0	4	4	80
129850	7	10	25,120	0	2,880	7	100
TOTAL	850	1,256	121	144	971	1,400	28,000

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